

DBA Programs that are available to businesses in distressed regions of the Commonwealth, both urban and rural

The Department of Business Assistance (DBA) provides programs and services to support Virginia's most distressed regions in the following ways:

Business Information Services

- **Business One Stop** – An innovative on-line tool for businesses and entrepreneurs which assists with business formation, licensing and permitting.
- **Virginia Business Information Center** – An information resource for Virginia businesses, providing technical assistance by phone or on the web with questions, problems and inquiries about business formation, where to go in state government for needed assistance.
- **Growing Your Sales Seminars** - BIS staff works with local governments, chambers of commerce, business incubators, other business groups, and state agencies to provide seminars on how a business can increase its sales to the state and federal governments. We offer assistance on the state certification process for small, women, and minority-owned businesses and assistance with eVa registration, as well as bring together those state and federal agencies that are buying goods and services from the private sector. We also bring in financing resources and marketing experts.
- **Entrepreneur Express Seminars** – BIS staff works with local governments, chambers of commerce, business incubators and other business groups to provide seminars on topics important to entrepreneurs. We organize programs on entrepreneurship and provide information and resources that can assist entrepreneurs as they begin the process of starting a business.
- **One-on-One Sales Counseling Sessions** – If a business person needs individualized help to sharpen a company's sales strategy, we offer one-on-one sessions in local markets throughout the state.

Virginia Small Business Financing Authority

- **Economic Development Loan Fund** - The Economic Development Loan Fund is designed to fill the financing gap between private debt financing and private equity. Funds are provided to create economic benefit through increased revenues and the creation of new jobs and the retention of "at risk" jobs in Virginia. **This federally funded program can only be used in localities that meet a federal definition of distress.**
- **State Direct Loan Program** – This program is designed to fill the financing gap between private debt financing and private equity. Funds are provided to create economic benefit through increased revenues and the creation of new jobs and the retention of "at risk" jobs in Virginia. This program is similar to the EDLF above, but can be used statewide.
- **Loan Guaranty Program** – The Loan Guaranty Program is designed to help Virginia's small businesses obtain the funds to start, enhance, or expand their

operations and thereby creates new jobs for citizens of the Commonwealth. The VSBFA guaranty reduces the bank's credit risk and helps the business qualify for financing that would not otherwise be available. Both new loans and restructured existing debt are eligible for guaranties.

- **Virginia Capital Access Program (VCAP)** - Provides access to capital for Virginia businesses by encouraging banks in Virginia to make loans to small businesses. Unlike government guaranty programs which provide a guaranty of a specific loan, VCAP utilizes an insurance concept on a portfolio of loans. The Program establishes a loan loss reserve at each participating bank which is funded by enrollment premiums paid by the Borrower/Bank and VSBFA. Because the participating bank determines what loans to enroll without VSBFA's involvement, the Program is a flexible, non-bureaucratic tool to assist banks in meeting the financing needs of Virginia's businesses.
- **Southside Virginia Tobacco Capital Access Program (TCAP)** – This program operates very much like the VCAP program above, but is funded through the Virginia Tobacco Commission and **can only be used in Southside Virginia's tobacco localities.**
- **Child Care Financing Program** – This program is designed to assist Virginia child care providers in obtaining financing for fixed asset needs. The Virginia Small Business Financing Authority offers direct low-interest rate loans to regulated child care providers for quality enhancement projects or to meet or maintain child care standards.
- **Industrial Development Bonds** – The VSBFA serves as the Commonwealth's statewide conduit issuer for tax-exempt industrial development bonds.
- **P.A.C.E. Program** - The P.A.C.E. Program provides access to capital for new and existing Virginia businesses by encouraging banks to make loans to minority-owned businesses. The program is administered by the Virginia Small Business Financing Authority (VSBFA) for the Department of Minority Business Enterprise (DMBE).

Virginia Jobs Investment Program

- **New Jobs Program** - The program targets expansions of existing companies or new facility locations. Incentives and services are offered to businesses that are considering another state or country for the new location or expansion, generating revenue from outside Virginia, creating new jobs, making a new capital investment, and paying a minimum entry-level wage rate of \$10.00 per hour. In areas that have unemployment of two times or more the state level, this wage minimum may be waived. Only full-time jobs are eligible for funding.
- **Small Business New Jobs Program** – This program supports existing Virginia companies which have 250 employees or less companywide. Incentives and services are offered to businesses that are creating new jobs, making a new capital investment, paying a minimum entry-level wage rate of \$10.00 per hour. In areas that have unemployment of two times or more the state level, this wage minimum may be waived. Only full-time jobs are eligible for funding.

- **Retraining Program** – The Retraining Program provides services and funding to manufacturing companies and distribution centers to assist in training their existing work force. For the purpose of this program, retraining is defined as upgrading the skills of existing employees identified as essential to the production or distribution of a product.